

# PG Electroplast

## Company Overview

March 2021



# Disclaimer

**This presentation has been prepared for informational purposes only. This Presentation does not constitute a prospectus, Offering circular or offering memorandum and is not an offer or initiation to buy or sell any securities, nor shall part or all of this presentation form the basis of, or to be relied on in connection with any contract or investment decision in relation to any securities.**

**This Presentation contains forward looking statements based on the currently held beliefs of the management of the company which are expressed in good faith and in their opinion reasonable. The forward looking statements may involve known and unknown risks uncertainty and other factors which may cause the actual results, financial condition performance or achievements of the Company or industry results materially from the results, Financial Conditions, Performance, or achievements of the Company.**

**These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward looking statements.**

# Agenda



Company Overview



Manufacturing Capabilities



Growth strategy



Key Financials



# About PG Electroplast

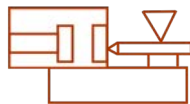


- **PG Electroplast Limited (PGEL)** is the flagship company of PG Group, which had **started its journey in 1977**. PG Electroplast, formally set up in 2003, and is a leading, diversified Indian **Electronic Manufacturing Services provider**.

- PGEL specializes in **Original Design Manufacturing (ODM)**, **Original Equipment Manufacturing (OEM)** and **Plastic Injection Moulding**, providing **One Stop Solutions** to **30+** leading Indian and Global brands.

- PGEL has built **six manufacturing units** across **Greater Noida** in Uttar Pradesh, **Roorkee** in Uttarakhand and **Ahmednagar** in Maharashtra and has **2000+ employees**.

## Key Manufacturing Capabilities



Plastic  
Moulding



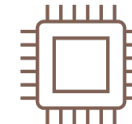
Finished Product  
Assemblies



Specialized AC  
Components



Tool  
Manufacturing



Printed Circuit  
Boards



PU  
Paintshop

## Corporate Film

Please click on the logo or this [link](#) to view a short video about our company!



# Key Clients

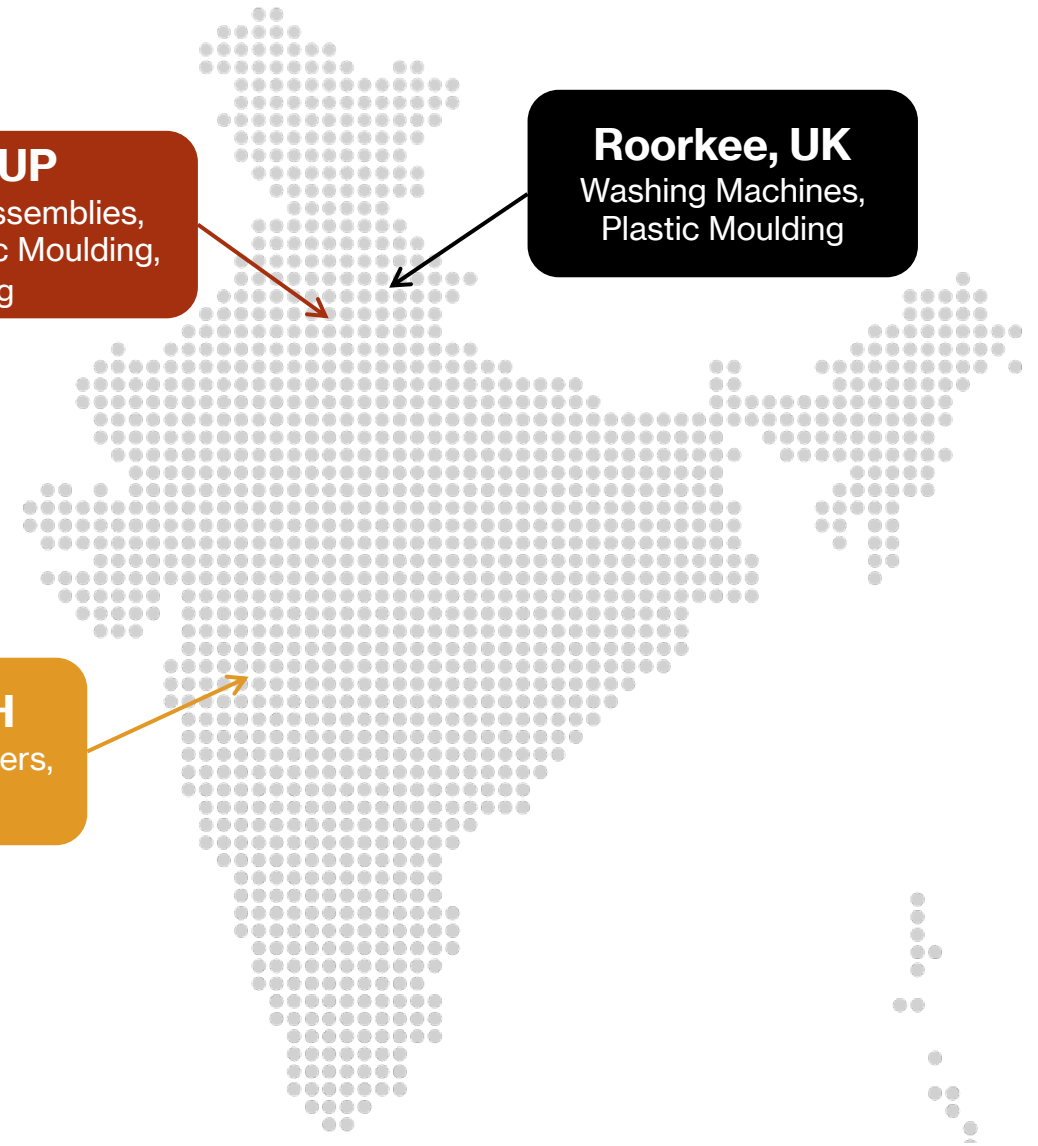


# Strategically Located Manufacturing Locations

**Greater Noida, UP**  
Washing Machines, PCB Assemblies,  
Air Coolers, LED TVs, Plastic Moulding,  
Tool Manufacturing

**Roorkee, UK**  
Washing Machines,  
Plastic Moulding

**Ahmednagar, MH**  
Air Conditioners, Air Coolers,  
Plastic Moulding

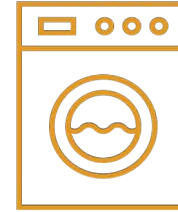




# Industries Served



**Air  
Conditioners**



**Washing  
Machines**



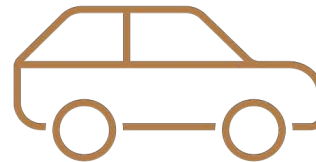
**LED  
Televisions**



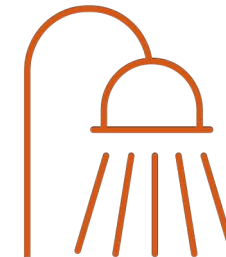
**Air  
Coolers**



**Mobile  
Components**



**Automotive  
Components**

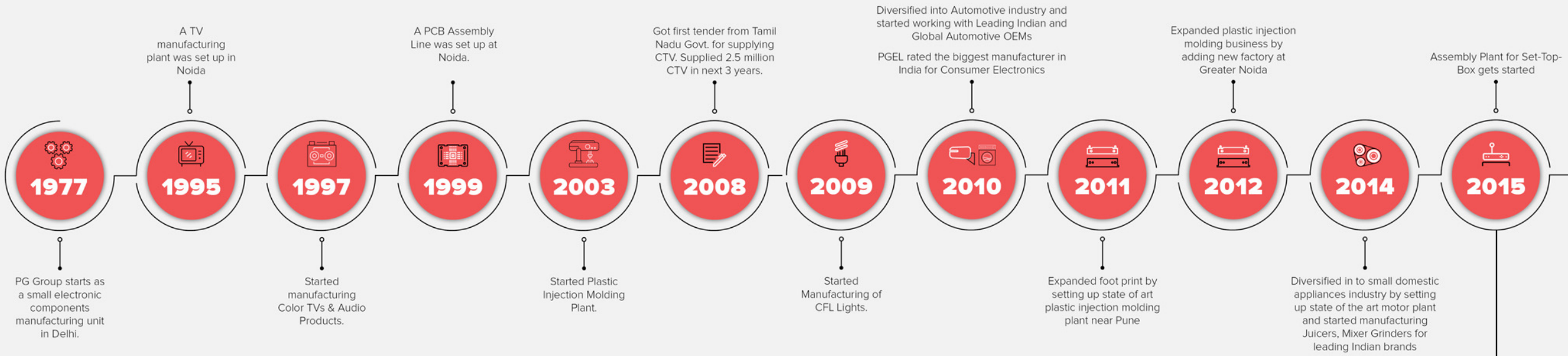


**Bathroom  
Fittings**

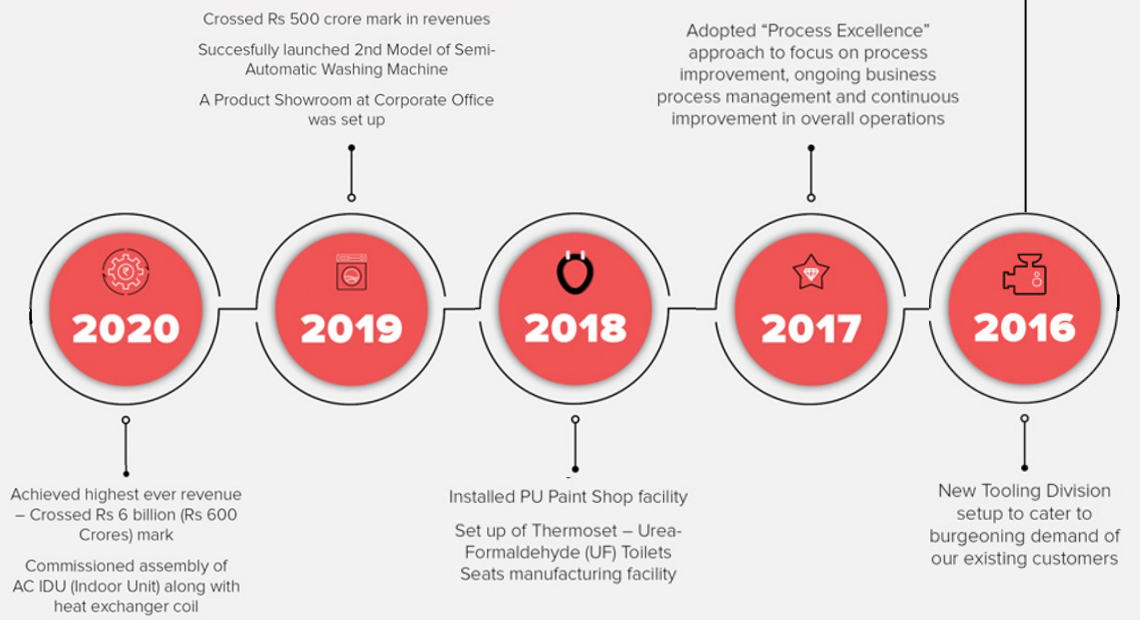


**Consumer  
Electronics**





# Our Journey



# Key Leadership



**Mr. Anurag Gupta**  
**Chairman & ED – Technical**

More than 28 years of experience in EMS. Handles technical policies, quality assurance, technological advancement, and R&D.



**Mr. BN Choudhary**  
**Managing Director**

More than 40 years of experience in manufacturing. Handles operations, business development and administrative policies.



**Mr. Vishal Gupta**  
**ED - Finance**

More than 25 years of experience in EMS. Handles F&A, Budgeting & Planning, government and customer relationships and various compliances.



**Mr. Vikas Gupta**  
**ED - Operations**

More than 25 years of experience in EMS. Handles operations, business strategy, industry relations and organization governance.



**Mr. Pramod Gupta**  
**Chief Financial Officer**

More than 22 years of experience across brokerage firms and mutual funds in business and financial consulting, research and analysis.



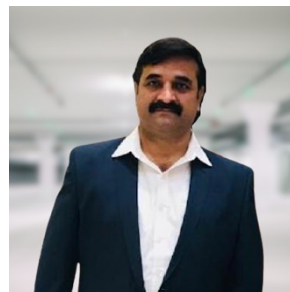
**Mr. Ashwani Tyagi**  
**Head of Business Development**

More than 18 years of experience in marketing, product localization, project management and customer management.



**Mr. Vikas Koul**  
**Head of Operations**

More than 20 years of experience in EMS. Handles operations, business development, business strategy, manufacturing innovation.



**Mr. Bharat Batra**  
**Head of Operations**

More than 27 years of experience in EMS. Handles project management, administration, operations and supply chain management.

# Strengths

- **The largest plastic components** supplier for Consumer Durables industry in India.
- **One-Stop Solutions Provider** to leading Consumer Durable brands.
- **Diversified Product Portfolio** enables faster customer acquisition.
- **In-house Tool Design & R&D** capabilities.
- **Strong and long relationships** with **marquee clients**.
- Highly **experienced** management team.

# Agenda



Company Overview



Manufacturing Capabilities

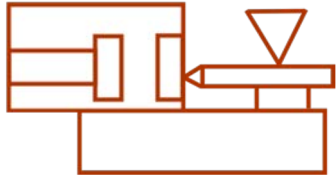


Growth strategy



Key Financials





## Plastic Moulding

PG Electroplast has **over 200 moulding machines**, ranging from **90T to 1850T**, across five plants in Greater Noida, Roorkee and Pune. The company's USP lies in **in-house design** and engineering using the **latest technologies** that allow it to meet global manufacturing **quality standards**. The company specialises in developing small, medium and large sized, **high-precision surface critical** injection moulded components and offers a number of **specialised post-moulding operations** to meet customer needs.

Injection Moulding



Insert Moulding



Blow Moulding



Thermoset Moulding



Vertical Moulding



Gas-Assisted Injection





### Washing Machines



### Air Coolers



## Final Product Assemblies

PG Electroplast is an **end-to-end solutions provider** for product design and final product assemblies for products like **Washing Machines, Air Conditioners, Air-Coolers, LED TVs, Toilet Seats, In-Wall Tanks** etc. The company currently caters to both **OEM and ODM demand**, with a **continuous focus** on delivering on the **highest standards of quality**.

Plastic Components



Heat Exchangers

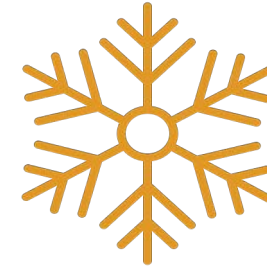


System Tubing



Powder Coating Plant  
Sheet Metal Components

**Production starts in  
September 2021.**



## Specialized AC Components

PGEL has been manufacturing plastic moulded AC components **since 2003**. In 2018, in an effort to **improve value addition**, PGEL decided to invest and develop capacities for **5mm and 7mm Heat Exchanger lines, injection Moulding components, system copper tubing** with CNC bending, **sheet metal components**, and **powder coating** treatment capabilities. PG will be well positioned to deliver innovative, **Completely Built Units** 2021 onwards.





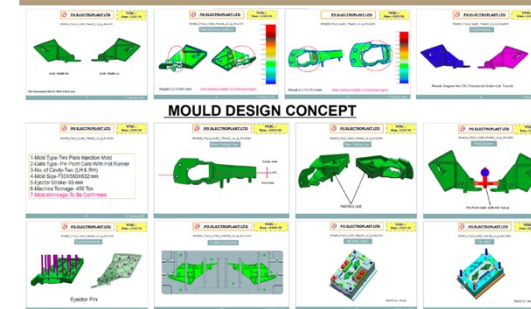
## Tool Manufacturing

We develop **small to medium size moulds** for a **wide range of applications** which include, Automotive Applications, White Goods, Home & Kitchen Appliances, Lighting and Electrical Equipment. The **complete range of services** from **tool design** to **tool manufacturing** and injection moulding under one roof makes the PG a **total tooling solutions provider**.

### Mould Design



### DFM Analysis



### CNC Milling



### EDM Machining



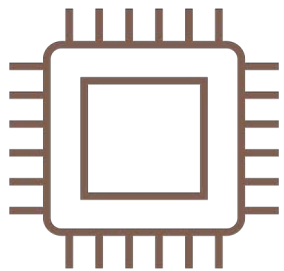
### Surface Finishing



### Quality Assurance







## PCB Assemblies

PG Electroplast has **unique & innovative solutions** for all kinds of printed circuit board assemblies. We help to develop a wide range of applications, used across industries, on a **turnkey basis** (including component procurement, assembly, testing, packing & shipping). Our **SMT lines & Wave Soldering machines** are equipped to handle both **RoHS & Non-RoHS PCB Assembly work**. Our processes & operations conform to ISO standards, assuring adherence to the **highest industry benchmarks**.

### SMT Lines



### Through Hole Machines



### PCB Assembly Lines



### Overhead Conveyors



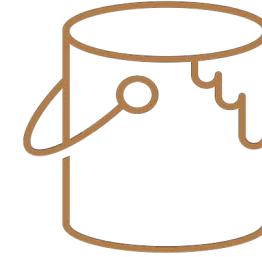
### Pre-treatment Line



### Gas Fired Baking Oven



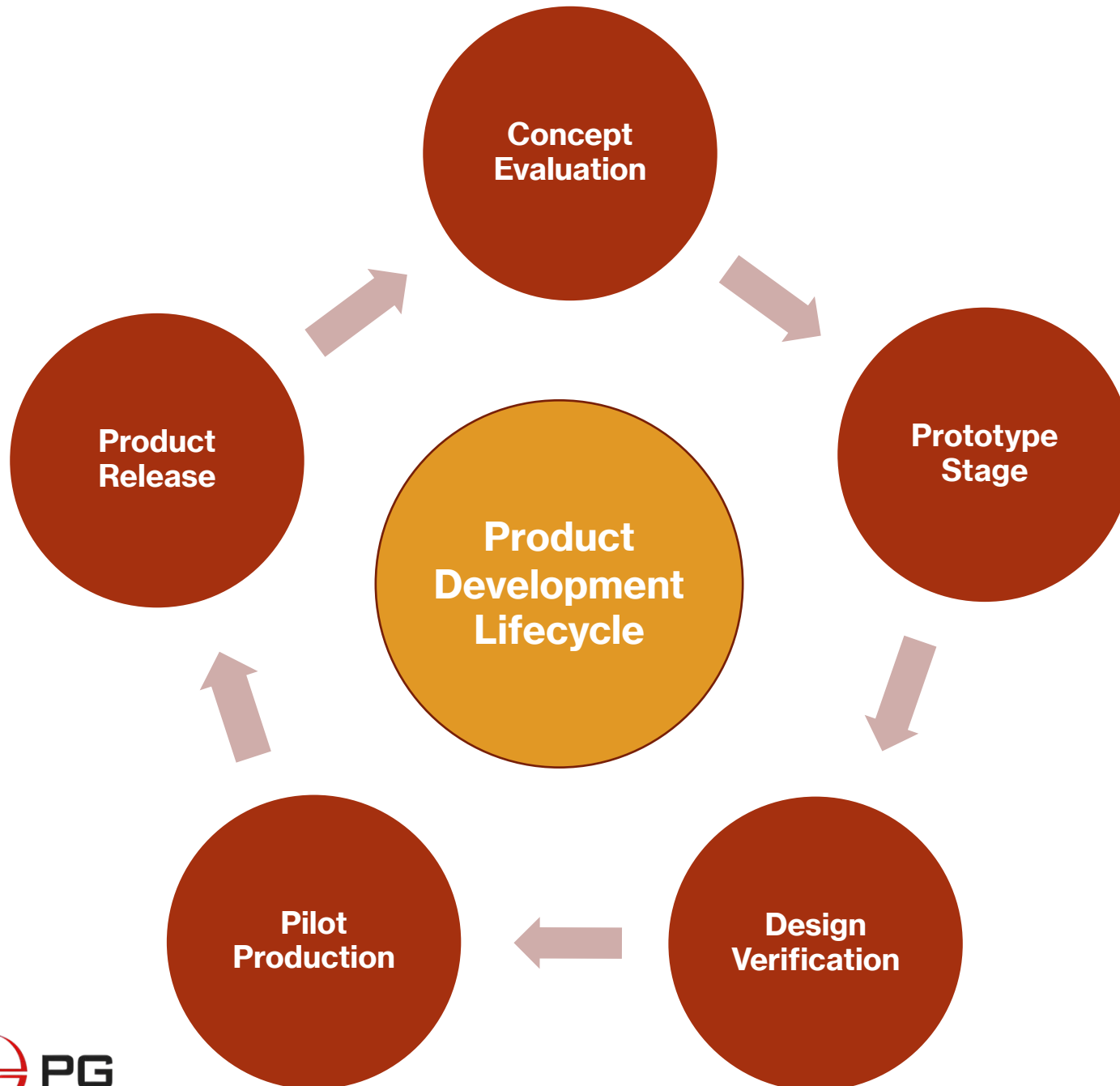
### Automated Solution



## PU Paint Shop

PGEL has installed a **state-of-the-art PU Paint shop** in Greater Noida. The Shop is highly capable and can provide **superior surface finish solutions** for all kinds of systems, for parts of different shapes and sizes. Due to the **durable and premium nature** of the finish achieved through this treatment, there is high demand for the Paint Shop from our customers in the **automotive, electrical and consumer durable industries**. An advanced, automated facility, it is equipped to handle all kinds of painting needs.





## ODM Product Development

PG has experienced R&D teams which enable it to offer comprehensive, end-to-end product development services like:

- **Product Conceptualization**
- **Design and Prototyping**
- **Performance And Energy Optimization**
- **Product and Tool Costing**
- **Tool Development**
- **Supply Chain Development**

# Agenda



Company Overview



Manufacturing Capabilities



Growth strategy



Key Financials



# Industry Outlook

Government reforms such as Digital India, Make in India, Power for all and Jan Dhan-Aadhar-Mobile Trinity are providing fresh impetus to the Consumer appliance and durable Industry

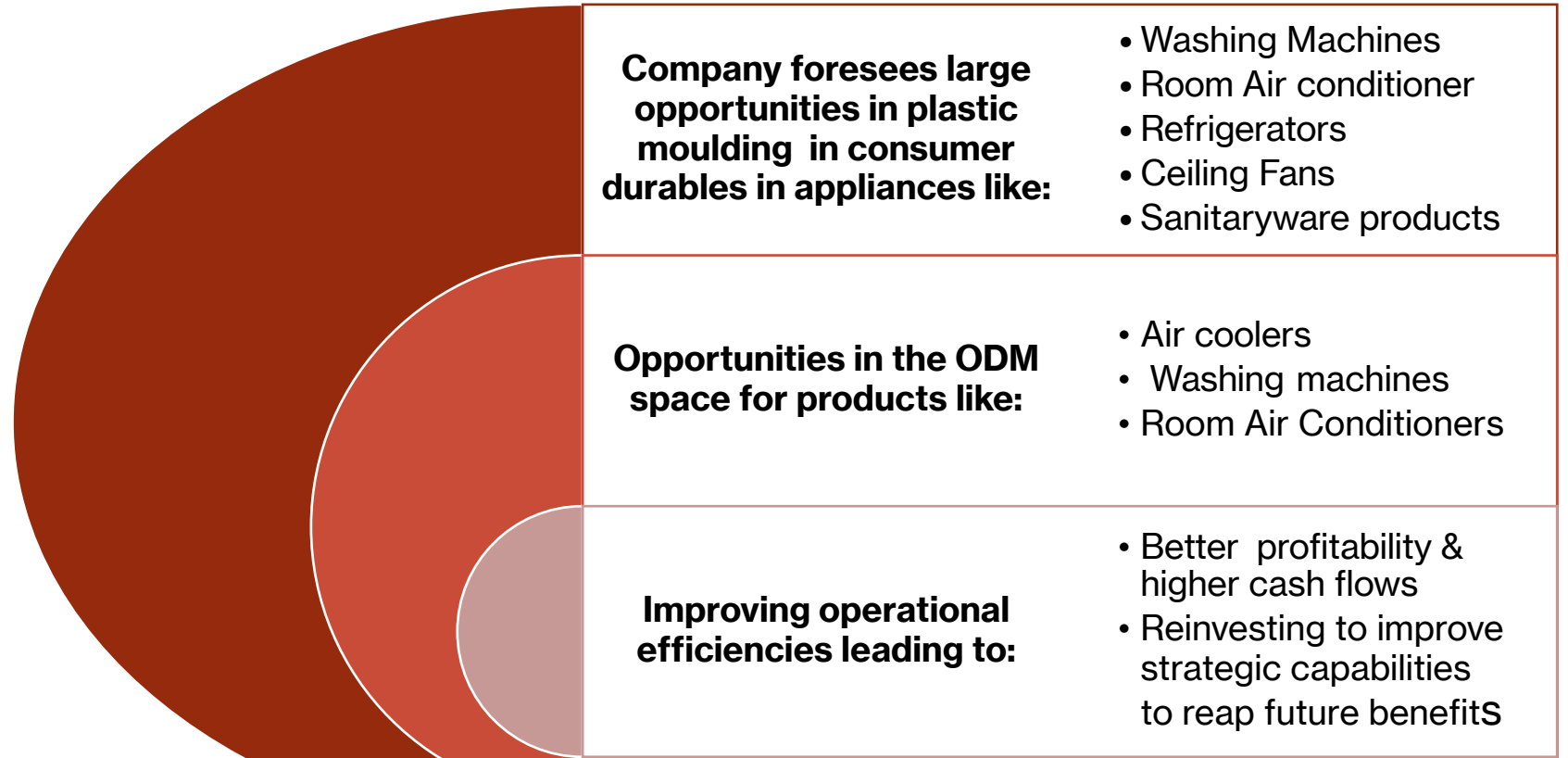
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

Low penetration levels, falling prices of durables and electronics and changing lifestyle of the Indian consumer are expected to remain big demand drivers for the consumer durable and electronics Industry in India in near future.

Further the Government's initiatives of promoting electronic manufacturing and treating the industry as one of the key pillars of the Digital India Program, opens new and exciting opportunities for the Industry

The Management is enthused about the overall opportunity size and anticipates high growth rates in the industry segments where, company has presence.

# Future Growth Strategy



# Future Outlook

- **Product business** to **drive growth** for the company
- Company is developing **new offerings** in **focus segments** and will be launching the same in coming quarters
- Company's management see **exciting times ahead** for all its business segments.



# Agenda



Company Overview



Manufacturing Capabilities



Growth strategy

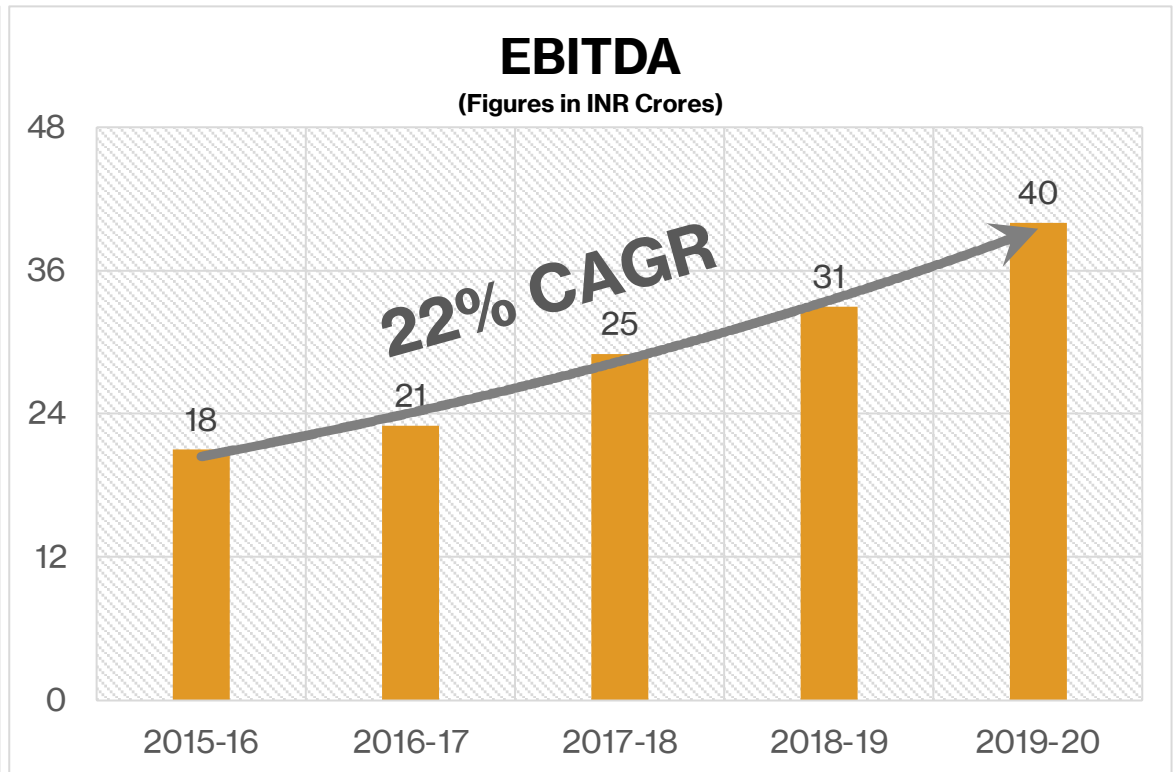
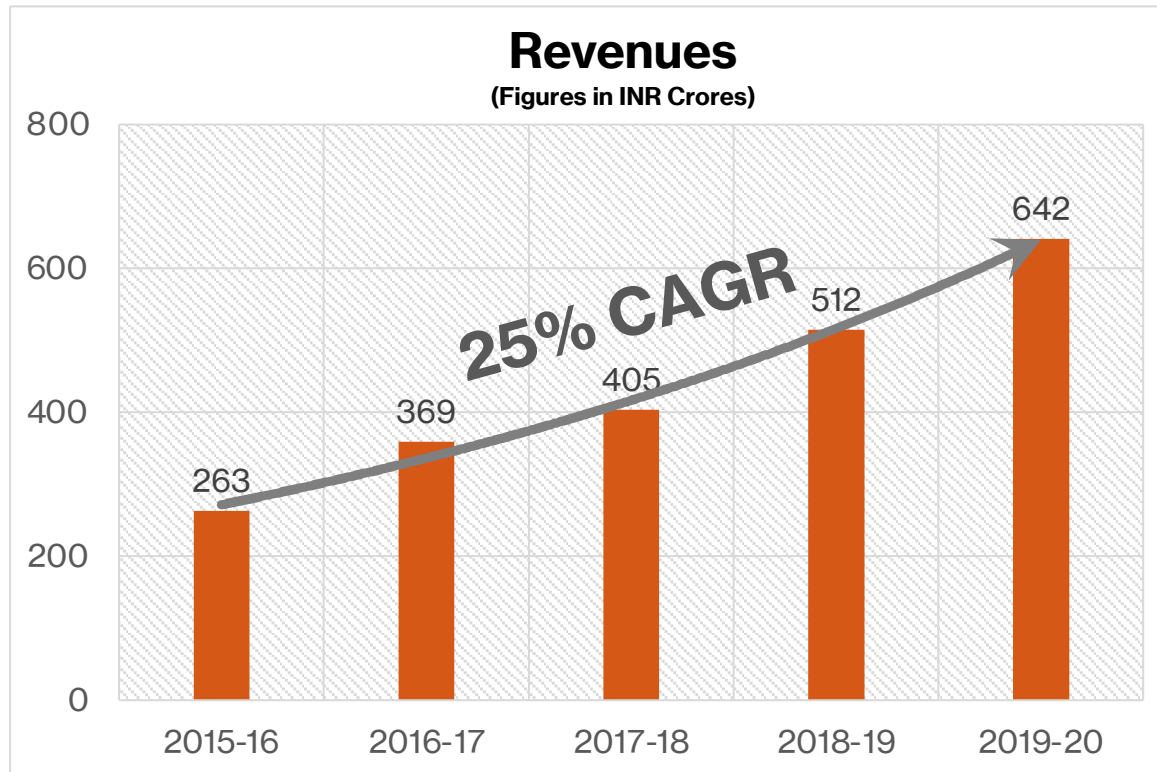


Key Financials



# Key Financials

- The Company has **grown ~2.5 times in five years** from a revenue of **INR 263 crores** in **2015-16**, to **INR 642 crores** in **2019-2020** at a **25% CAGR** with the **EBITDA** increasing at a **22% CAGR**.
- Over the **past five years**, the company has done a cumulative **Capital Expenditure of over INR 185 Crores**. This has ensured that PG has **built up capabilities** for **future growth**.



## 3QFY2021 Profit & Loss Highlights

- Highest ever quarterly SALES, EBITDA and NET PROFIT
- Robust top line growth leads to operating leverage gains
- Business outlook remains robust across categories

(Figures in ₹ million)	FY2020 Q3	FY2021 Q3	Growth (%) YoY	FY2020 9M	FY2021 9M	Growth (%) YoY
Revenue	1405.6	1845.6	31.3%	4584.5	3753.0	-18.1%
EBITDA	76.6	159.4	108.0%	277.0	271.1	-2.1%
Net Profit	6.1	65.0	963.6%	55.3	11.8	-78.7%
Diluted EPS (in Rs.)	0.31	3.33		2.83	0.60	

# Business Breakup

- Washing Machine Business has seen **robust growth in 9M 2021** and company is about to **launch the Fully Automatic platform**.
- **Room AC** and **Cooler** business is seeing a **steady demand growth**.
- **Products business** remains the **focus area** and **growth driver** for the company.

Segment	2020 Q3	2021 Q3	2020 9M	2021 9M	FY20
Plastic Moulding	63%	62%	71%	65%	69%
Electronics	7%	7%	8%	8%	7%
Mould Manufacturing	2%	0%	1%	0%	1%
Product sale	28%	31%	20%	26%	23%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

# Profit & Loss Statement

Figures in INR Millions	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
<b>Net Sales</b>	<b>2,603</b>	<b>3,664</b>	<b>3,994</b>	<b>5,084</b>	<b>6,394</b>
Growth (%)	9.0%	40.8%	9.0%	27.3%	25.8%
<b>Expenditure</b>	<b>2,422</b>	<b>3,456</b>	<b>3,749</b>	<b>4,777</b>	<b>5,993</b>
Increase/Decrease in Stock	(48)	19	-109	-41	(70)
Raw Material Consumed	1961	2792	3200	4032	5108
Power & Fuel Cost	97	115	117	144	166
Selling and Distribution Expenses	35	51	55	62	68
Manufacturing Expenses	127	85	71	79	85
Personnel Costs	262	329	349	401	539
Administrative Expenses	29	41	42	44	54
Miscellaneous Expenses	18	26	25	56	43
<b>Operating Profit</b>	<b>180</b>	<b>207</b>	<b>246</b>	<b>307</b>	<b>401</b>
OPM (%)	6.9%	5.7%	6.1%	6.0%	6.3%
Growth (%)	54.9%	14.7%	18.6%	24.9%	30.2%
(+) Other income	32	31	53	32	23
<b>EBDIT</b>	<b>213</b>	<b>238</b>	<b>299</b>	<b>339</b>	<b>424</b>
( - ) Depreciation	97	106	117	134	163
<b>EBIT</b>	<b>116</b>	<b>133</b>	<b>181</b>	<b>205</b>	<b>261</b>
( - ) Interest & Finance charges	97	99	106	103	148
( - ) Exceptional Expenses	0	0	0	0	20
<b>PBT</b>	<b>19</b>	<b>34</b>	<b>75</b>	<b>103</b>	<b>93</b>
<b>PAT</b>	<b>19</b>	<b>34</b>	<b>75</b>	<b>100</b>	<b>26</b>

# Balance Sheet

A. EQUITY AND LIABILITIES	March 16	March 17	March 18	March 19	March 20
(a) Share capital	164	164	164	187	195
(b) Reserves and surplus	1,032	1,068	1,144	1,504	1,567
<b>Sub-Total - Shareholders' Funds</b>	<b>1,196</b>	<b>1,232</b>	<b>1,308</b>	<b>1,690</b>	<b>1,762</b>
(a) Long-term borrowings	422	484	796	501	694
(b) Long-term provisions	19	21	33	40	84
<b>Sub-Total - Non-Current Liabilities</b>	<b>441</b>	<b>506</b>	<b>829</b>	<b>541</b>	<b>778</b>
(a) Short-term borrowings	334	477	356	681	1,039
(b) Trade payables	624	745	650	915	1,063
(c) Other current liabilities	144	226	248	224	289
(d) Short-term provisions	106	115	90	77	69
<b>Sub-Total - Current Liabilities</b>	<b>1,207</b>	<b>1,562</b>	<b>1,343</b>	<b>1,898</b>	<b>2,461</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>2,845</b>	<b>3,299</b>	<b>3,481</b>	<b>4,129</b>	<b>5,001</b>

B. ASSETS	March 16	March 17	March 18	March 19	March 20
(a) Fixed assets	1456	1620	1785	1921	2532
(b) Capital Work in Progress	19	35	237	341	61
(c) Other Financial Assets	80	15	23	23	24
(d) Other non-current assets	67	56	70	67	78
<b>Sub-Total - Non-Current Assets</b>	<b>1622</b>	<b>1726</b>	<b>2114</b>	<b>2353</b>	<b>2695</b>
(a) Inventories	459	631	593	683	846
(b) Trade receivables	541	675	507	847	1012
(c) Cash and cash equivalents	6	42	41	64	180
(d) Short-term loans and advances	170	176	180	161	213
(e) Other current assets	48	47	43	20	55
<b>Sub-Total - Current Assets</b>	<b>1222</b>	<b>1574</b>	<b>1366</b>	<b>1776</b>	<b>2307</b>
<b>TOTAL-ASSETS</b>	<b>2845</b>	<b>3299</b>	<b>3481</b>	<b>4129</b>	<b>5001</b>

An aerial photograph of a city at dusk or dawn. The sky is a mix of orange, yellow, and blue. The city below is mostly dark, with some lights visible from buildings and streets. In the foreground, there are large, dark industrial or commercial buildings. In the background, there are rolling hills or mountains under the colorful sky.

# Thank You for Your Time and Consideration!

We would love to hear from you. You can reach us on [investors@pgel.in](mailto:investors@pgel.in).